

zooplus AG: Total sales increase 32% to EUR 531 million in the first nine months of 2015

- **Sales in the first nine months of 2015 rise 33% to EUR 511 million (previous year: EUR 385 million)**
- **Sales retention rate rises to 94% (previous year: 91%)**
- **Total sales target for 2015 increases to around EUR 740 million**

Munich, October 21, 2015 – In the January through September 2015 period, zooplus AG (WKN 511170, ISIN DE0005111702, ticker symbol ZO1), Europe's leading online retailer of pet supplies, raised total sales by 32% to EUR 531 million (9M 2014: EUR 403 million). Total sales consists of sales and other income. Sales in the first nine months grew 33% to EUR 511 million in comparison to the previous year (9M 2014: EUR 385 million). Other income amounted to EUR 19.9 million (9M 2014: EUR 18.5 million).

Total sales in the third quarter of 2015 recorded a year-on-year rise of 28% to EUR 187 million (Q3 2014: EUR 146 million). zooplus raised its sales in the third quarter by 27% to EUR 178 million (Q3 2014: EUR 140 million), other income increased by 37% and amounted to EUR 8.8 million (Q3 2014: EUR 6.4 million).

Dr. Cornelius Patt, CEO of zooplus AG, commenting on the positive business development, said: "We consistently followed our growth path in the first nine months of 2015 and increased our sales by 33% year-on-year while continuing to expand our market position. Sales of accessories in the third quarter were only slightly higher than in the previous year. This had a softening impact on the overall sales of the quarter. The main reason for this was the price adjustment process in the market for products procured in US dollars.

In our core segment of pet food for dogs and cats we were able to further increase sales by 34% year-on-year in the third quarter. The sustainability of this segment is the key driver of long-term growth at zooplus and is reflected in our sales retention rate, which increased to a level of 94% after 91% in the previous year."

On the basis of the positive operating development in the first nine months, the Management Board of zooplus AG has decided to raise its forecast for total sales for the 2015 financial year from a minimum of EUR 725 million to a level of around EUR 740 million.

zooplus AG will release its full report for the first nine months of 2015, including the earnings development, on November 18, 2015, and make this information available for download at investors.zooplus.com.

Company profile:

zooplus was founded in 1999 and today is Europe's leading online retailer for pet supplies measured by sales and total sales. The latter totaled EUR 571 million in the 2014 financial year of which 69% was generated internationally. The company's business model has been launched successfully in 30 European countries. zooplus sells products for all major pet breeds. The product range includes pet food (dry and wet food and food supplements) and accessories such as scratching posts, dog baskets, and toys in all price categories. In addition to a selection of over 8,000 products, zooplus customers benefit from a variety of interactive content and community offerings. The pet supplies market is an important market segment in the European retail landscape. Sales of pet food and accessories within the European Union amount to around EUR 25 bn. Based on the further vigorous growth anticipated in the European e-commerce market, zooplus expects its dynamic performance to continue.

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